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GLADIOLI
WHOLESALE LIST

Austin Originations
No Collection Complete Without
These Beautiful Varieties

A. H. Austin Co.

HOME OF ELM HILL GLADIOLI
WAYLAND, OHIO

FALL 1921 SPRING 1922

HOW TO FIND US

Elm Hill Farm

is centrally located in one of the great flower growing sections of the United States, being about midway between Cleveland and Pittsburgh on the improved Inter-County Highway between Akron and Warren, one mile west of Wayland Station and seven miles east of Ravenna, Ohio, R. C. Bellard, Mgr.

Trial Grounds and Residence of A. H. AUSTIN
356 N. Freedom St., Ravenna, Ohio.

BUSINESS OFFICE AT FARM
WAYLAND, OHIO

TELEPHONE AND TELEGRAPH, RAVENNA, OHIO
EXPRESS OFFICE, WAYLAND, OHIO
ALL MONEY ORDERS PAYABLE AT RAVENNA, O.

A. H. Austin Co.

After attending the great exhibition of the American Gladiolus Society at St. Thomas, Ont., we realize that more than ever, our Big Four:
EVELYN KIRTLAND,
HERADA,
GRETCHEN ZANG,
BERTREX,
are leaders in the world of gladioli, and we again offer them to you as A GOOD INVESTMENT whether for your own garden or for COMMERCIAL PURPOSES.

THEY ARE BUSINESS BRINGERS

These varieties have become so well known that lengthy descriptions and testimonials are unnecessary, but we cannot refrain from touching on their special points of beauty or repeating some of the most emphatic testimonials.

Dr. Frank E. Bennett, President of The St. Thomas Horticultural Society St. Thomas, Ontario, Canada, writes:- "Amongst the favorites in our prize winning display at the Canadian National Exhibition at Toronto 1920, were Mrs. Austin's famous "Big Four", Herada, Bertrex, Evelyn Kirtland and Gretchen Zang.

Evelyn Kirtland stood 6 ft. 6 in. from the ground to tip of bloom, stem as straight as a rule and was just as beautiful as it was high. Herada is of wonderful color and formation and was greatly admired. Gretchen Zang grew strong and the colors wonderfully soft. We used the latter for a centerpiece crowning our pyramidal design and the effect was grand. Our exhibit received First Prize and a diploma and was considered to be the finest collection ever shown at the Toronto Fair and the Austin Creations, "which are different", we consider played a most important part in our success. They were all A No. 1 and favorites with the people."

The Philadelphia Cut Flower Co. in close touch with a critical market wrote:

"Herada is the most popular flower of the season and admired by all."

EVELYN KIRTLAND

The flowers of strong substance, are a beautiful shade of rosy pink, darker at the edges fading to shell pink at the center, with brilliant scarlet blotches on lower petals. Spike very tall, straight but slender and bending gracefully with its burden of bloom. Wonderfully decorative.

1½ inch and up		$8.00 per 100
1¼ inch		$7.00 per 100
1 inch	-	$6.00 per 100

HERADA

A new color in gladioli in a class by itself. Blooms of immense size on tall straight spikes. Massive in every way. The blooms are pure mauve. Glistening and clear. Unusually striking and attractive.

1½ inch and up		$8.00 per 100
1¼ inch	-	$7.00 per 100
1 inch	-	$6.00 per 100
¾ inch	-	$5.50 per 100
½ to ¾ inch		$5.00 per 100

BERTREX

Stands at the head of commercial white varieties. Flowers of size and form of America.

1½ inch and up		$8.00 per 100
1¼ inch	-	$7.00 per 100
1 inch	-	$6.00 per 100
¾ inch	-	$5.50 per 100
½ to ¾ inch		$5.00 per 100

GRETCHEN ZANG

Large heavy sparkling blooms, a beautiful soft melting shade of pink blending into scarlet on lower petals.

1½ inch and up		$6.00 per 100
1¼ inch	-	$5.00 per 100
1 inch	-	$4.00 per 100
¾ inch	-	$3.00 per 100
½ inch	-	$2.50 per 100
⅜ inch	-	$2.00 per 100

A. H. Austin Co.

WAYLAND, O.

BERTREX

From Henry C. Eckert, Belleville, Ill. —1921

"Enclosed with these lines, please find price list of The Strong Twenty Gladioli. I put Bertrex first on the list as the Most Vigorous and Best Gladiolus in the Trade."

And again, in July number of The Flower Grower:- Bertrex is again the leader in the year 1921 in growth and vigor of all gladioli."

ADDITIONAL AUSTIN ORIGINATIONS

ROSE WELLS

Large, wide open flowers: clear pale rose with small attractive blotch of lilac-rose touched yellow. Spike similar and nearly as tall as Evelyn Kirtland.

1½ inch	-	$6.00 per 100
1¼ inch	-	$5.00 per 100

WHITE CLUSTER

Large blooms of remarkable substance, opening nearly flat. Pure white with touch of rose in throat. Valuable for design work.

1½ inch	-	$5.00 per 100
1¼ inch	-	$4.00 per 100

MARY BELLARD

Fine wide open white flower showing small thumb print of lavender on lower petals. The spike is tall, straight, and supports the large blooms gracefully.

1½ inch	-	$8.00 per 100
1¼ inch	-	$7.00 per 100

CARDISUN

Very dark cardinal red with almost black throat. Many blooms open at once. Attracts much attention.

1½ inch	-	$4.00 per 100
1¼ inch	-	$3.00 per 100

WAMBA

Enormous salmon. Form unusual and distinctive. What the clown is to the circus, Wamba is to the Gladiolus garden: indispensible. Valuable for hybridizing. One of the parents of Evelyn Kirtland.

Good blooming bulbs $3.00 per 25

PINK CLUSTER

Spike usually 2½ feet in height bearing, in cluster effect, from 5 to 7 (and often more) immence blooms of a beautiful seashell pink with snow white blotch in throat.

Good blooming bulbs $2.50 per 12, $4.50 per 25.

WHITE CREPE

A good sized white bloom with brilliant cerise markings on lower petals. Very showy under electric light. Tall graceful spike. This variety sports frequently, the variation presenting a crinkled crepe-like appearance, flushed lavender and with throat markings less pronounced than in plain petaled flower.

Good blooming bulbs $2.50 per 25.

We offer a 10% discount for Fall Deliveries.

IMPORTANT ENDORSEMENT:

A. F. J. Baur, of Baur & Steinkamp, Wholesale Florists and noted Carnation Breeders, Indianapolis, writes: "Please quote us on EVELYN KIRTLAND and BERTREX in various quantities. EVELYN KIRTLAND turned out to be what the writer thought. It is the FINEST PINK IN EXISTENCE. BERTREX is an unusually good white. Both should become leaders."

THIS HAS PROVED TRUE

STANDARD VARIETIES

Per 100	1½ up	1¼-1½	1-1¼
America *Delicate pink*	$1.80	$1.40	$1.00
Mrs. Francis King *Flame color*	1.80	1.40	1.00
Augusta *Florists' white*	1.80	1.40	1.00
Mrs. Frank Pedleton Jr. *Bright pink, carmine blotch*	4.00	3.00	2.50
Niagara *Soft yellow*	3.50	2.50	2.25
Baron Hulot *Best blue*	6.00	5.00	4.00
K. Glory *(Ruffled) cream*	4.00	3.00	2.50
Hally *Salmon pink. Early*	2.50	2.00	1.50
Prince of Wales *Delicate apricot color*	6.00	5.00	4.00
Myrtle *Arbutus pink*	6.00	5.00	4.50
Panama *Large rose pink*	3.00	2.50	2.00
Empress of India *Very dark red*	3.00	2.30	1.80
Schwaben *Very large light yellow*	3.50	3.15	2.80
Mrs. Watt *Color American Beauty Rose*	2.75	2.50	2.25
Lilywhite *Pure white, early and good forcing variety*	15.00	10.00	8.00
Primulinus Hybrids *One of the best mixtures of this new race of beautiful and dainty flowers.*	2.00	1.75	1.40
Primulinus True *The original specie. Pure orange color*	2.00	1.75	1.50
All Color Mixture	1.20	1.00	.80

15% Discount on lots of 3000 or more.

We offer a 10% discount for Fall deliveries.

STRONG BLOOMING BULBS

Priced per 25

	PER 25
Charlemange, Very large flower, sunrise red	$2.00
Chicago White, Early white, lavender throat lines	1.25
Glory of Holland, White with tintings	1.50
Lily Lehman, White, lily-like form	1.50
Princeps, Large. Scarlet with white blotch	1.50
Willie Wigman, White with crimson blotch, early	1.50

	EACH	PER 12
White Giant, Immence pure white resembling an Easter Lily in form	$ .40	$2.75
Louise, Large beautiful flower of pure lavender with velvety maroon blotch	.75	
Golden Measure, The largest and best of all yellow varieties	3.00	25.00
White Wonder, Large pure white flowers without throat markings. Wide open and often measuring 5½ inches in diameter, well placed on straight spike	1.50	15.00
Pink Wonder, Another prize winner showing several massive blooms open at one time on a strong spike. Color a beautiful shade of pink with deeper color in throat	1.50	15.00

SIX OF ANY OF THE ABOVE AT DOZEN RATE

A. H. Austin Co.

WAYLAND, O.

Miss Evelyn Kirtland measuring length of spike (note yard stick) of the Gladiolus named for her. The one she is measuring was cut close to the ground. Three buds are off the top in the illustration. The other spikes were cut leaving four leaves of foliage for maturing the bulb.